



Learn and practice the **Power of Self- Leverage**

Increase your personal income and productivity, & stop spinning your wheels.

Achieve a reoccurring, lifetime, five to six figure, personal income!

**Eliminate career and professional burnout.**



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**Lee Thomas, DMD** has successfully owned, managed and sold 15 businesses in 10 different industries over the course of 40+ years. His presentations share practice development tools, techniques and personal development inspiration. They are filled with humor, content, inspiration, and create an environment where individuals open their hearts and minds for their lasting improvement.

Invite Lee Thomas, DMD - The Business Doctor – to share his **prescriptions for practice success** at your next meeting.



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### **Leverage Yourself for Long-term, Sustainable Success**

Learn the power of self-leverage both within your business/profession, AND BEYOND. The principles, strategies, and techniques come directly from Dr. Thomas's personal experience.

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### **5 Habits of Highly Successful Business People**

Dr. Thomas shares the five most important habits that a successful dental practitioner must master. As these habits are learned and practiced diligently, sustainable business success is *guaranteed*.

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### **Be the Leader Others WANT to Follow!**

Learn how to be an EFFECTIVE LEADER which incorporates understanding your BIG WHY, and the BIG WHY of your enterprise.

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### **Work ON Your Business not IN Your Business**

Dr. Thomas shares practical methodologies and best business practices which provide attendees with the knowledge needed to get off of the "treadmill" and create intrinsic value and joy in their practices.

*"Helping People INTO, IN and OUT OF Business for THEIR SUCCESS"*

# LEVERAGE YOURSELF FOR LONG-TERM, SUSTAINABLE SUCCESS

**Discover the principles, strategies, and techniques to increase your income and productivity, & eliminate burnout.**

**When I learned and practiced these techniques and strategies, my businesses took off!**



Learn the power of self-leverage both within your business/profession, AND BEYOND. The principles, strategies, and techniques come directly from Dr. Thomas's personal experience. Learn how to have reoccurring income for life. Learn why "passive income" is a myth and falsehood.

Suggested Audience: Dental Practitioners, Business Owners, Management & Team  
Suggested Format: Half-Day Workshop, Partial Day Lecture; Keynote

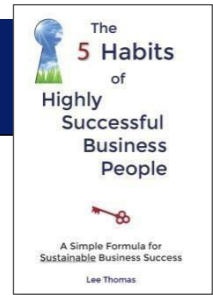
## Learning Objectives

- ◆ You will learn how to have a 5 – 6 figure, reoccurring personal income for life.
- ◆ You will learn the principles, strategies, and techniques of self-leverage, both inside and outside of your primary business/profession.
- ◆ You will learn "Leadership on Steroids."
- ◆ Create MMM: "Marvelous Mailbox Money"
- ◆ You will learn why "passive income" is a myth and falsehood.
- ◆ How to create INTRINSIC VALUE in your practice.
- ◆ How to exit your practice "in style" with a gold parachute.



*"Helping People INTO, IN and OUT OF Business for THEIR Success"*

# 5 HABITS OF HIGHLY SUCCESSFUL BUSINESS PEOPLE



Ready to **gain CONTROL of your practice,**  
**have more FUN, and increase REVENUE?**



Dentists have access to enhanced clinical instruction through formal education and beyond, but tend to find themselves ill-prepared for the challenges of owning a dental practice in today's competitive marketplace.

Having owned 15 businesses in 10 different industries for over 40 years, Lee Thomas, DMD has often been asked what his keys to success are. Drawing from the achievements (and missteps) of both himself and other successful business people, Dr. Thomas shares the five most important habits that a successful dental practitioner must master. As these habits are learned and practiced diligently, **sustainable business success is guaranteed.**

Suggested Audience: Dental Practitioners, Management, and Team Members

Suggested Format: Full- or Half-Day Lecture and/or Workshop; Keynote

## Learning Objectives

- ◆ Clearly define what success means to you.
- ◆ Understand how to apply the 5 Habits.
- ◆ Recognize proven business principles vs. techniques.
- ◆ Learn to delegate effectively and get off the treadmill.
- ◆ Gain perspectives and methodologies to wealth accumulation and maintenance.
- ◆ Discover the core beliefs of successful people.
- ◆ Keys for building high quality personal and work relationships.
- ◆ Uncover and apply tips and methods for handling stress.
- ◆ Identify methods for getting UNSTUCK in business and life.
- ◆ Discover a simple Rapid Results Sales Program that really works!

## The 5 Habits

- ◆ Use **commonsense**
- ◆ Understand/employ **proven business principles**
- ◆ Utilize **techniques that support** These principles
- ◆ Take **focused action**
- ◆ **Measure** the right things



# BE THE LEADER OTHERS WANT TO FOLLOW!

Being “the leader” and leading effectively (people want to follow you)  
*can be very different.*

When I learned and practiced this single principle,  
my life changed for the better!



Learn how to be an EFFECTIVE LEADER which incorporates understanding your BIG WHY, and the BIG WHY of your enterprise. Then everything begins to fall into place including increased revenue, mastering cost effective marketing, enhanced employee morale, AND best of all, you put the JOY back in being in business.

Suggested Audience: Dental Practitioners, Business Owners, Management & Team  
Suggested Format: Half-Day Workshop, Partial Day Lecture; Keynote

## Learning Objectives

- ◆ Discover and implement your BIG WHY
- ◆ Have your staff WANT to follow your lead.
- ◆ Increase productivity and revenue because people WANT your product/service.
- ◆ Acquiring and retaining more patients, and it's not “good customer service”.
- ◆ Leveraging your time and talents.
- ◆ Marketing at low or no cost with increased results.
- ◆ Simply, how to put the fun and JOY back into your practice.



*“Helping People INTO, IN and OUT OF Business for THEIR Success”*

# WORK ON YOUR BUSINESS NOT IN YOUR BUSINESS PUT THE JOY BACK IN YOUR BUSINESS



Engulfed in the day-to-day details of running a business, most practice owners think of themselves as being **IN** business. It turns out in many cases, however, that ***the practice is running them***. As with personal challenges in growth and development, our practices experience challenges in growth and development.

Most practices reach a certain level and then stagnate. This is usually because the practice owner has been on the “treadmill” of working **IN** the business rather than **ON** the business. **Lee Thomas, DMD** shares practical methodologies and best business practices which provide attendees with the knowledge required to **get off of the “treadmill”** and **create intrinsic value** in their practices.

Suggested Audience: Dental Practitioners, Business Owners, Management & Team  
Suggested Format: Full- or Half-Day Lecture and/or Workshop; Keynote

## Choose from the following segments to customize a presentation for your group

### **Rx Effective Delegation Skills**

Practical methods for leveraging time to increase efficiency and effectiveness while significantly increasing productivity in the practice.

### **Rx How to Hire, Motivate, and Dismiss Employees**

Correct principles and effective, modern, techniques are presented for having happy, productive, and responsible employees (associates/virtual partners).

### **Rx Know Your Numbers for Business Success**

Well beyond Key Performance Indicators (KPI), learn the metrics needed to measure marketing, sales, personnel, financials, and time management and how to utilize them for business success.

### **Rx Rapid Results Sales Process**

Learn the simple, straightforward, effective Rapid Results Sales Process which leverages the power of Customer Relationship Management (CRM) systems.

### **Rx Leverage Yourself for Long-term Sustainable Success.**

Learn the power of Self Leverage both within your business/profession and BEYOND. Learn how to have reoccurring income for life. Learn why “passive income” is a myth, but **MMM** (Marvelous Mailbox Money) can be a reality.

### **Rx Effective Communication and Relationship Building**

Essential principles and techniques for creating high quality relationships and effective communication.



***Mix and match from the above segments to create:***

**Single- or multi-segment session (up to 3 hours) | Full day presentation – all segments (up to 6 hours)**



Doing the same things over and over is the definition of insanity!

**Using Proven Business Principles & The Power of Self-Leverage will get you on track to sustainable business success, now.**

Lee can help!



**Lee Thomas, DMD** has successfully owned, managed and sold 15 businesses in 10 different industries over the course of 40+ years (including **16 dental offices**, 23 childcare centers, plumbing/heating, landscape, automobile dealership, direct marketing, internet sales, long distance telephone service, real estate, and aviation). As a mentor and coach, Dr. Thomas shares practical business knowledge and experience with professionals seeking self-employment, those who are in career transition or are “stuck”, and those who would like to exit their business successfully.

Dr. Thomas teaches business success and **misstep avoidance**. His presentations are filled with humor, content, and inspiration to create an environment where individuals can open their hearts and minds for their lasting improvement. Along with practical methodologies shared in an interactive workshop environment, his presentations offer best business practices, tools/methods to take away, and true business stories (the good, the bad and the ugly). He helps others find profitable paths and connections that link successful business owners to their ultimate goal of winning the "great game of business".

Dr. Thomas Graduated from San Jose State University, and worked as a Sales Engineer. He then earned his Doctor of Dental Medicine degree from the University of Pittsburgh School Of Dental Medicine. He is a published author of two books: *“Adventures of a Serial Entrepreneur and Lessons Learned”* and *“The 5 Habits of Highly Successful Business People.”*

He and his wife live in Colorado and have 6 children, 11 grandchildren, and 7 great grandchildren.

***Life lived well by serving others well.***